

**Appendix C - Pricing Index  
to DIR-SDD-2106  
Mark III Systems, Inc.  
Amendment No. 3**

<b>Servers</b>	<b>Customer Discount % off MSRP</b>
<b>System p</b>	
p5 & p6 Enterprise Class	43.50%
MMA	35.50%
Enterprise	21.50%
<b>Entry level; POWER Blades; and mid-range</b>	18.50%
Software & Software Maintenance	20.50%
<b>Pure</b>	
IBM Pure System	22.50%
IBM Pure System SW	23.50%
<b>System i</b>	
Category B	19.50%
Category B2	21.50%
Category B3	25.50%
<b>Security/ISS</b>	
Hardware	19.50%
Software	21.50%
<b>Storage</b>	<b>Customer Discount % off MSRP</b>
LTO Entry Level	7.50%
LTO Tape Library	50.50%
nSeries	47.50%
DCS 3700	23.50%
SONAS	52.50%
RTC	50.50%
ProtecTier Gateway Hardware	47.50%
ProtecTier Appliance Hardware	45.50%
ProtecTier Software	40.50%
Switches	23.50%
San Volume Controller	37.50%
Expansion Drawers & nSeries	31.50%
Tape Media & Optical Library	28.50%
Network Storage Manager	36.50%
Rack, External Tape/DVD, Serial Disk	37.50%
Enterprise Disk	41.50%
XIV Hardware	55.50%

XIV Software	43.50%
DS 8000 software	31.50%
3493 Tape Library	26.50%
San Director, Deduplication & Virtual Tape Library	37.50%
Enterprise LTO Tape Library	46.50%
3494 Enterprise Tape Library, XIV	42.50%
3494-HA1	37.50%
3592 Storage	40.50%
DCX	40.50%
V 7000	38.50%
Modular/Midrange Disk Systems	33.50%
ESS Software	30.50%
DS 6000	25.50%
Hardware Management Console, LAN-RAN, Console	19.50%
Monitor	32.50%
<b>IBM UPS</b>	
Enterprise	26.50%
Midrange	21.50%
Entry	18.50%
<b>Software</b>	<b>Customer Discount % off MSRP</b>
IBM Passport Advantage Software	4.00%
<b>Related Services</b>	<b>Customer Discount % off MSRP</b>
<b>Services</b>	
Description: This service offering includes installation, upgrades, tuning, deployment, virtualization, high availability and data migration associated with the IBM hardware and/or software included in this pricing sheet. These services are available as stand-alone or as part of a transaction that includes hardware and/or software.	35.50%
<b>IBM Maintenance</b>	
Description: This applies to the resale of IBM hardware support as part of a new machine purchase or renewal of an existing IBM Maintenance contract. The actual support will be provided by IBM.	13.50%
<b>Security/ISS</b>	
Description: This applies to the resale of IBM ISS offering that protects desktops ahead of the threat with multi-layered protection. Desktop protection products are designed to block spyware, viruses, worms, Trojan horses, hybrid threats and other malware, as well as hackers.	19.50%
<b>Maintenance 1<sup>st</sup> Year</b>	11.5%
Description: This applies to the resale of IBM support as part of a new machine purchase for security products only. The actual support will be provided by IBM.	

<b>Maintenance Renewal</b>	6.5%
Description: This applies to the resale of IBM support as a renewal of an existing IBM Maintenance contract. The actual support will be provided by IBM.	
<b>Education</b>	11.5%
This offering is for technology courses taught on-line, on-site, or at an IBM facility taught by IBM-certified professionals.	
<b>Managed Security Services</b>	16.5%
Description: This offering is the resale of IBM Managed Security Services. It provides 24/7/365 monitoring and management of security technologies.	
<b>Managed Security Services</b>	16.5%
Description: This offering is the resale of IBM Cloud Security Services. It provides 24/7/365 monitoring and management of security technologies you house in your environment.	
<b>Technical Security Services</b>	11.5%
Description: This offering is the resale of IBM Security Services' security experts use of proprietary toolsets and the latest security threat intelligence with advanced countermeasures to help you build effective security programs that enhance your business operations and improve security posture.	
<b>MessageLabs</b>	9.5%
Description: This applies to the resale of IBM ISS offering that provides e-mail security.	